

## THE PRODUCTS ARE WHAT COUNT

THE GOODS TELL THEIR OWN  
STORY

Secretary Campbell of the Northwest Development League in Annual Report Says: "No Language, No Pictures Will Equal a Display of the Products Themselves—Nations Invest in Costly Books."

Special to The Herald

PORTLAND, June 7.—In his annual report, made before the annual convention of the Northwest Development League at Seattle today, Will A. Campbell, secretary, outlined plans for future work and made commendations that new efforts be put forth along development lines.

After recounting the success of the league during its first year, Secretary Campbell advises a great many things for the future, among them being larger displays of the products of the Northwest states at the Middle West land shows. He said:

"We must inaugurate a campaign of mouth to mouth advertising, and take samples of our products down into the East and Middle West, and show the people there what can be produced. Showing the products of the land humanizes advertising so that it breathes, speaks, whispers, thunders, button-holes, books arms, tugs at heart strings, hummers on the brain, gets in and gets under. There is nothing as good as showing the goods—they tell their own story, create confidence. No language, no pictures will equal a display of the products themselves. If you have not the goods to show, you have no right to advertise."

"It is absolute waste to invest in costly booklets showing beautiful pictures and expect these to interest people in a community or a section. We must interest people first, and then they will be ready for the booklets. The average booklet is nonsense. If you don't believe it, take one of the booklets which tell about your community and commit a couple of pages to memory. Then, when you are talking about your town to some friend, repeat the stuff to him, try it as a part of your conversation, and you will be disgusted with its weakness and shocked at its inaccuracy."

"The Northwest Development League stands for absolute honesty in all advertising, and we would like to see a law on the statute books of every state making it a felony to make untrue statements about lands, cities and communities in published advertising matter."

"There has been so much damnable advertising done in one way or another, by all sections of this country and others, that people are losing confidence in published statements, and especially in community booklets and real estate advertising matter."

"To overcome this, suppose we put on a campaign to cover four months each year when we will take several carloads of our products on a special train, manned by thirty or forty convincing speakers, many of whom should be farmers and actual settlers on our lands, and go down into the

(Continued on Page 4)

## WOULD AVOID INTERVENTION

PRESIDENT GOMEZ ISSUES CALL TO ARMS TO EVERY MAN ON THE ISLAND TO PREVENT OUTRAGE AND PROTECT PROPERTY

United Press Service  
HAVANA, June 7.—President Gomez has called every man on the island to arms to protect property and prevent outrages, in order to avoid American intervention.

Scattered fighting between small bands of whites and negroes is reported.

A. Y. Johnson has proved up on his land and received his receipt. The claim is situated near and is said to be a valuable piece of land.

## Arrangements Are all Made to Bolt Convention

NEW YORK, June 7.—One of the closest friends of Colonel Roosevelt declared that when Roosevelt goes to Chicago next Wednesday he will bolt the convention unless his contestants are seated in the convention. He said that arrangements were completed to bolt the convention, and declared the Colonel ready to fight to the last ditch.

## READY FOR THE GLORIOUS 4th

BIG PREPARATIONS BEING MADE FOR TWO DAYS' CELEBRATION UNDER DIRECTION OF THE REDMEN'S LODGE

Hurray for the grand Fourth of July celebration, July 4th and 5th. There will be two days of glorious celebrating, full of mirth and good times for everybody.

The Improved Order of Redmen have all the arrangements in charge, and are sparing neither time nor expense in making Independence Day and the day following attractive in every way. Already circulars have been posted throughout the city and mailed to various postoffices, announcing the many events that are scheduled to take place during the two days of big time.

On July 4th, Independence Day, in the morning there will be an industrial and fraternal parade, led by the Klamath Falls Military band. The Klamath and Modoc Indians in their warlike garb have consented to participate in the parade.

In the afternoon an address by Geo. N. Patton, P. G. K. of Oregon, will be delivered, afterwards a barbecue and baseball games are to take place.

At the fair grounds at 2 p. m. will be a parade led by the band, including floats, automobiles, saddle horses and many vehicles pulled by horses. Baseball games, horse races, foot races, along with other side attractions are on the program to amuse the crowds. In the evening at 6:30 a water carnival, with its brilliant glow of lights and the touching-off of fireworks from the various launches and barges will present the Monitor and Merrimac scene.

The local order of Redmen are anticipating bringing numerous members of the orders from the outside to attend this celebration, as well as many others who are not connected with the order. A dancing pavilion is soon to be erected for those who wish to dance in the open air.

## GOT FIVE HUNDRED A WEEK FOR TEN WEEKS

Detective Franklin Received Five Thousand Dollars During the Trial of the McNamara Brothers—Examined by a Jury

United Press Service

LOS ANGELES, June 7.—At the resumption of the Darrow trial Juror Golding examined Detective Franklin, when it developed that Franklin got \$500 weekly during the McNamara trial, \$5,000 in all. Ford took the witness on re-direct examination, and Franklin tried to explain where the money went, denying any feeling against Darrow.

Judge Hutton announced that on Monday the trial would be transferred to the court room where the McNamaras were tried.

## SIX THOUSAND ELEVATED EMPLOYEES ON STRIKE

United Press Service

BOSTON, June 7.—Six thousand employees of the elevated lines in this city struck today. Several cars have been smashed, and the railway company has imported 1,500 strike breakers in order to keep up traffic.

Born.—To Mr. and Mrs. J. H. Abbott, this morning, an 8-pound boy. Mr. Abbott is connected with the West End grocery.

## COSTELLO TO MOVE IN THE LIVERMORE

George Costello, proprietor of the Palace restaurant, will move his business to the store on Fourth street in the Withrow-Melrose building. He expects to move next week, and will also conduct the grill formerly conducted by the Livermore hotel. The kitchen will be in the basement, and will furnish both the grill and the restaurant.

## Death of Mrs. Dolbeer

Word was received this morning by W. P. McMillan of the death of Mrs. W. H. Dolbeer, which occurred at San Diego. Mr. Dolbeer was formerly in the furniture business here in partnership with Mr. McMillan. Last fall he sold his interest and removed to San Diego for the benefit of his wife's health. It was believed that the lower altitude would benefit her.

Vincent Jelinek of the Bohemian colony at Malin, is in the city.

## SOCIALIST CONVENTION WILL NAME CANDIDATES

A call has been issued by the Kwanza local of the socialist party for a mass convention of the county, to be held on July 3, in Klamath Falls. Meetings will be held in the forenoon, afternoon and evening, and will be addressed by local speakers. Candidates will be selected for county offices, joint representative, state senator and prosecuting attorney. It is expected that there will be an attendance at the convention of more than a hundred delegates.

## IMPEACHMENT IN SENATE IS SOLEMN

The Most Impressive Ceremony of the Government Is Followed Out in Impeachment Hearings by the United States Senate

United Press Service

WASHINGTON, D. C., June 7.—It will be a solemn ceremony if it happens that the senate of the United States is forced to try Robert W. Archbald, commerce court judge, on impeachment charges preferred by the house.

The Archbald case is now being considered by the house judiciary committee, the usual plan of holding open hearings being in vogue. The proceedings are of the utmost dignity, but should the committee's findings be against Archbald, the most impressive ceremony of the government will be followed out.

Under the constitution, the house of representatives votes and prepares the articles of impeachment against the official under charges. It acts as a sort of grand jury preparing an indictment. The senate is the trial court. It is a tribunal of extraordinary dignity. Most of its members are lawyers, and all are sticklers for the usages. Two-thirds of its membership is necessary to find guilty.

The procedure in impeachments, after the house has voted for such a case, is in this wise:

A committee of representatives formally calls on the senate, and officially advises that body that the house impeaches the official, presenting the "indictment." In the formal verbiage of the document, the house demands that the senate "shall take order of the appearance of" the impeached party and require him to answer. The senate replies that it will take proper action.

Then the house appoints a committee of its foremost lawyers to act as managers for the impeachment proceedings. The senate appoints a committee to look up precedents and aid. The accused official is called in to administer the special oath prescribed by senators sitting in such trials.

The senate sits daily on the charges, and as there are usually several counts, each is voted on separately. If they are not sustained by a two-thirds vote, an acquittal is ordered.

The senate has sat eight times in impeachment cases, and only twice found the official guilty. The last case was that of Judge Charles Swayne of the United States district court for the northern district of Florida. He was acquitted after a trial lasting two months.

## WILLIE SCHMIDT IS SHOT TODAY

CONVICTED OF CHOKING WOMAN TO DEATH

Reported That Former Automobile Repair Man of Klamath Falls Suffered the Death Penalty in Salt Lake City, Utah—Had Choice of Manner of Death, and Chose to Be Shot as Against Hanging.

Willie Schmidt, who was formerly engaged in the automobile repair business in Klamath Falls, and who was convicted of choking a woman to death in Salt Lake City, is reported to have been sentenced to be shot today. Schmidt left Klamath Falls with a woman who had been working at the Saddle Rock restaurant, and went to San Francisco. The next heard of him was at Salt Lake, where he was arrested charged with killing a woman. It is said that he choked her to death, and was convicted and sentenced to death. Given his choice between hanging and shooting, he chose the latter.

## Mayor Straw Here

Dr. E. E. Straw, mayor of Marshfield, arrived last evening on a visit of a week or so. Dr. Straw is a specialist in diseases of the eye, ear, nose and throat, and will occupy the office with Dr. F. M. White during his visit here.

## Arkansas Delegates for Taft

CHICAGO, June 7.—The committee placed on the temporary roll for Taft delegates-at-large from Arkansas. The Roosevelt voters with the majority, seating the Taftites unanimously.

## BLOCKS PARDON FOR THE CURLY BOSS

United Press Service

SAN FRANCISCO, June 7.—Superior Judge Lawlor today refused to agree to an application for the parole of Abe Ruef, thereby blocking its presentation at the meeting of the prison board tonight.

Mrs. Levi McDonald returned to her home in Bonanza Valley this afternoon, after a visit of eight or ten days with friends and relatives in this city. She was accompanied on her return by her mother, Mrs. Nate Otterbein, and two little sisters, Misses Fern and Grace, who will visit old-time friends in Bonanza and vicinity for a few days.

A. A. Henry, a prominent rancher of the Paisley country, is spending a few days in the county seat on business.

## KNOX SENDS A NOTE TO GOMEZ

CUBA MUST SUPPRESS THE REBELS OR AMERICAN TROOPS WILL OCCUPY THE ISLAND—TRANSPORTS ORDERED READY

United Press Service

WASHINGTON, D. C., June 7.—The text of the note sent by Secretary Knox to President Gomez on Wednesday was a warning that Cuba must suppress the rebels or American troops would occupy the island.

The transports Meade, McClellan, Kilpatrick and Sumner, now at Newport News, were today ordered to be in readiness to sail. Five thousand troops were also ordered to be in readiness to report for Cuban service if it is found necessary to send them.

## McCoy Goes to Yainax

J. W. McCoy left today for Yainax, where he goes to dispose of a jack belonging to Mickler & Albright. It may be that he will go on to Silver Lake before he returns.

Carpenters are at work remodeling the front of the building occupied by Ballard & DuFault for the purpose of having a Main street entrance to their saloon, instead of the entrance on Seventh street.

## FIRST EXCURSION WILL BE JUNE 16

The first large excursion on the Upper Lake this summer will be given a week from Sunday by the Woman's Relief Corps. The steamer Winema has been engaged and the run will be made to Pelican Bay, where a basket picnic will be held. A volunteer band will accompany the excursion. The tickets for the round trip will be \$1. The ladies hope to raise a good sum for the benefit of the crops.

## New Auto Garage

Miller & Belth, agents for the Ford automobile, have begun the construction of a new garage at the corner of Ninth and Klamath avenue. The new structure will be built of brick with a cement floor, and will cost approximately \$2,000 when completed. It is the intention of the owners to have the garage ready for business July 1st. The local Ford agency office will be located in the new building.

## JOAQUIN MILLER WILL BE IN MOTION PICTURES

United Press Service

OAKLAND, June 7.—Joaquin Miller, the poet of the Sierras, is said to have made an engagement with a moving picture concern to act as the central figure for a play to be enacted at his home at Redwood Canyon in the Berkeley Hills. His daughter, Juanita Miller, will also pose before the camera, it is said.

## NO EVIDENCE OF BURGLARS IN THE CITY

Members of the police force, after a careful investigation of the report that burglars were operating in the city, stated this morning that they had found no evidence of any burglary. In the case of Mrs. Fred Garlich, it appears that Mr. and Mrs. Garlich attended the concert at the White Pelican hotel Wednesday evening, and it was late when they arrived home. Mrs. Garlich entered the bath room and Mr. Garlich went to bed. Hearing a fall he came down stairs and found his wife lying on the bath room floor with a bad bruise on her head. Mrs. Garlich does not remember what happened to her, but her husband and she both believe that she must have fainted and fell, striking her head.

The affair at the Virgil home occurred Sunday night. Miss Fanny Virgil was alone in the house, and heard a noise like someone was moving around in the house. As the noise soon subsided no more was thought of the matter, and it is quite probable that the noise was outside.

## NEW MILEAGE BOOK TO REDUCE RAILROAD FARES

SALEM, June 7.—Within sixty days an interchangeable mileage book will be put into use on all the main railroads in Oregon, Washington and Northern Idaho. The books will be sold at a price reducing passenger fare to 2 1/2 cents a mile.

This agreement among railroads was reached at a conference held with the state railroad commission. Officials representing 2,356 miles of railroad were present. The commission will make an effort to have the use of the new mileage book extended to Northern California and the Oregon Short Line. This service will be of great benefit to traveling men.

In Oregon the lines included in the agreement are the O. W. R. & N., Southern Pacific, Northern Pacific, Great Northern, S. P. & S., Oregon Electric, United Railways, Oregon Trunk, Pacific Railway and Navigation company, Corvallis and Eastern, and the Southern Pacific as far south as Weed, in California, and north to Klamath Falls. It is expected that a number of the smaller roads will also join in the arrangement.

The moving picture machine for the new show house of Offenbacher & Clem has arrived, and rapid advancement in the work toward the completion of the playhouse is being made. It is not definitely known by the proprietors of the theater when the first performance will be, but it is presumed it will take at least ten days before the building is ready.

## Warren Harding of Ohio Will Nominate Taft

United Press Service

MARION, Ohio, June 7.—President Taft wrote to Warren Harding of Ohio, asking him to nominate him at the Chicago convention. Harding accepted the invitation.

Mary E. Jones of Odessa is in the city to spend a few days visiting with relatives and on business affairs.

## CALL ELECTION FOR DIRECTORS

THREE NEW MEMBERS OF THE SCHOOL BOARD FOR CITY TO BE SELECTED AT ELECTION TO BE HELD ON JUNE 17

Notices were posted yesterday calling an election for Monday, June 17, for the purpose of selecting three directors of the school board for District No. 1. Heretofore there has been only three directors, but the district is now in the first class, and entitled to five directors.

The holdovers are P. L. Fountain and O. A. Stearns, and F. T. Sanderson is the retiring member. The clerk will be selected by the board, instead of being elected, as has been the custom in the past. Women have the privilege of exercising the right of suffrage at school election, and it is probable that a large number will take advantage of their opportunity.

Several names have already been mentioned as desirable material, among them being W. H. Mason, H. J. Savidge, M. R. Doty and Dr. C. V. Fisher.

The Oregon school laws provide the following qualifications for voters: "Any citizen of this state, male or female, who is 21 years of age and has resided in the district thirty days immediately preceding the meeting or election, and has property in the district, as shown by the last county assessment, and not assessed by the sheriff, or which he or she is liable or subject to pay a tax, shall be entitled to vote at any school meeting or election in said district. . . . Provided further, that any person shall be deemed to have complied with the property qualifications imposed by this section who presents to the directors or judges of election satisfactory evidence that he or she has stock, shares or ownership in any corporation, firm or co-partnership which has property in the district, as shown by the last county assessment."

## NEW MAILMETER FOR POSTOFFICE DEPARTMENT

United Press Service

WASHINGTON, D. C., June 7.—Postmaster General Hitchcock is about to begin experiments with a new "mailmeter" device for the handling of first class matter in big business houses. A patented machine similar to devices now in use in the handling of third and fourth class matter has been submitted to Mr. Hitchcock, and he thinks so well of it that a committee of postoffice experts is to conduct experiments to determine whether it is feasible to adopt it officially.

The purpose of the machine is to save the postoffice a large amount of cancellation. Letters are placed in it and automatically time stamped and the cancellation effected. A meter shows just how much mail matter passes through the machine and how much the consignee owes Uncle Sam for postage.

## Redmen to Install Officers

The new officers of Modoc Tribe, Improved Order of Redmen, who were elected to the various offices in the Wigwam Thursday evening, will be installed in their respective places at the next regular meeting. The officers-elect are:

Sachem, J. W. Hilhouse; Senior Sagamore, Walter Folsome; Junior Sagamore, Dr. Warren C. Hunt; Prophet, L. H. Bice; Trustee, Frank L. Applegate.

A banquet will be served and every member is urgently requested to be present at the meeting.

## STEAM ROLLER IS UNANIMOUS

TAFT WINS THE ALABAMA DELEGATES-AT-LARGE

Borah Moved to Amend the Rules to Force a Record of the Votes, and the Motion is Promptly Tabled, Emphasizing the Complete Control of the Committee by Supporters of President Taft

United Press Service

CHICAGO (At the Coliseum) June 7.—The Taftites were sweepingly victorious in the Alabama contest, seating the delegates-at-large. A demand was made for a record vote on the question was promptly granted. Then came the surprise, for the Roosevelt voters voted to throw out the contest brought by their own followers. The vote was 53 ayes, and no nays.

The Taft committeemen were dumbfounded at the action of the Roosevelt voters. Crane ejaculated "for once the steam roller was unanimous."

Senator Borah said that he and the other Roosevelt followers voted as they did because the Alabama delegates-at-large contestants had failed to make a case.

The Roosevelt voters have abandoned hope of seating any of their delegates except Washington, and have prepared to break the ranks of the Taftites by personal appeals. The Roosevelt voters intimate their intention of interviewing the New York delegates, endeavoring to swing them to the Colonel. The Taftites privately admit that the lightest influence might change many delegates. Followers of La Follette will vote for the Wisconsin man to the end. Roosevelt voters intend to take the floor to fight to get the credentials committee to reverse the national committee.

Hilles insists that Taft will be nominated on the first ballot. Bolt talk has been renewed. Dixon insists that a bolt is unnecessary.

The national committee heard the contests at 10 o'clock, with Chairman Roosevelt presiding. The Alabama contests were first. Dick argued for the Taftites and McHarg represented the Roosevelt voters. At the opening of the committee session Borah moved that the national committee amend the rules so that ten members could force a record roll call on contest. The motion was tabled. Borah denounced the committee, and a bitter debate followed.

Borah demanded that the committeemen go on record in every contest, and began a vitriolic speech. While still speaking some one moved to table the amendment. Roosevelt put the motion over Borah's protest, and declared it carried.

Fourteen times Borah shouted "Mr. Chairman!" but Roosevelt ignored him, and put the question.

Borah was finally permitted to continue. He said he knew that the steam roller would be used, and demanded a record of the votes.

The incident emphasized the complete control of the Taftites. It is believed that it also indicates that Roosevelt will come and personally take charge of his interests.

## COURT HOUSE DECISION SOON

DECISION OF JUDGE COKE IN THE COURT HOUSE INJUNCTION SUIT WILL PROBABLY ARRIVE HERE TOMORROW

County Clerk C. R. De Lap yesterday received the following telegram from Judge John S. Coke from Marshfield:

"Am mailing tonight findings, conclusions and decrees in Murdock and Taylor cases, other cases will be forwarded by express. If decree don't reach you notify me. Pursuant to request copies of opinion in Murdock case are enclosed for newspapers, but are not to be delivered until after filing of original."